

Schedule 6.1—Key Personnel

The challenging opportunities in our proposed transformation for the Commonwealth require exceptional people that can meet and exceed expectations. Reaching the Commonwealth's vision will require an uncommon level of leadership, skill, and experience; it is people that will ultimately make the difference between success and failure. The regular presence of senior executives participating in strategic decision making demonstrates a commitment to the Commonwealth's success.

IBM and BearingPoint employ similarly rigorous programs of professional certification that require our personnel to develop and maintain a high level of expertise in their fields. As you can see by the biographies attached below, the Commonwealth Partners have a vast number of individuals with substantive amounts of expertise in the proposed project areas and as well as implementing applications for State Governments.

Provided are resumes of individuals we plan to staff on your project as well as a resume for Greg Tuttle, our proposed Project Executive for the Commonwealth Enterprise Application Program. In addition to the vast expertise in their respective industries, many of the industry experts listed below have had the privilege of getting to know the Commonwealth in greater depth through the Commonwealth's PPEA due diligence process. As the Commonwealth and the Commonwealth Partners agree to the breadth and depth of projects to be initiated, we will agree on the key personnel to be a part of Schedule 2.2

Key Executives



Esther Parker, an IBM Global Services Executive, is responsible for managing the IBM team that supports Oracle implementations across their entire product suite for the Public Sector. Ms. Parker also participates as an executive on the Project Executive Steering Committee for each IBM enterprise application implementation to provide overall direction and strategy, and promote customer satisfaction. Ms. Parker brings with her 20 years of experience and a proven track record of past performance, which includes 22 successful ERP

implementations. She will have overall responsibility for the delivery of services to the Commonwealth.



Don Parr, a Managing Director in BearingPoint's Public Sector State and Local Government practice, is responsible for providing executive leadership and vision for the Commonwealth Partners. Mr. Parr has vast knowledge of Virginia's organization, operations, policies, and procedures. As such, he was chosen to be a member of the Project Executive Steering Committee and will provide leadership, vision and oversight.



Biographies





Key Responsibilities

- Provide overall direction and oversight to the project
- Act as the primary liaison between the Commonwealth Partners and the Commonwealth
- Develop and implement a future vision for the partnership
- Work with the Commonwealth to resolve contract-related issues throughout the life of the program
- Review and recommend modifications to the overall schedule, scope, and deliverables prior to submitting them to the Commonwealth for approval
- Maintain open lines of communications with project managers through regular meetings and communications
- Hold final decision-making authority for this project

Professional Profile

Mr. Tuttle is an Associate Partner in the Public Sector Financial Management practice of IBM's Business Consulting Services. He specializes in enterprise application (ERP) implementations for state and local governments. He is certified as a Public Sector Integration Specialist by SAP, and he also holds certification in the financial modules. Mr. Tuttle has served in engagement management, project management, application consulting, and business transformation roles on ERP implementation projects. His configuration experience includes general ledger, special ledger, accounts receivable, accounts payable, fixed assets, cost center accounting, profit center accounting, profitability analysis, and product costing.

Experience

Finance and Budget Team Lead, Commonwealth of Pennsylvania, Harrisburg, PA, 2003 – 2004

- Led a team of 13 consultants and 30 customer resources for the rollout of the SAP system to state agencies after the initial go-live, including the final go live for the Department of Transportation in July 2004
- Managed integration testing, user acceptance testing, support pack testing, data conversions, interface deployment, and production support for the Finance and Budget areas
- Managed planning, testing, and execution for two complete fiscal year end cycles
- Managed integration issues with HR and Payroll for the Finance and Budget teams, with successful go-live of Payroll for 95,000 employees in January 2004



Lead Consultant for Three Agency Wave Rollouts for the Finance and Budget Teams, Commonwealth of Pennsylvania, Harrisburg, PA, 2002 – 2003

- Creating and managing cutover plans, including data conversions, interface commissioning, system deployment, end user support, and contingency planning
- Integration test planning, scheduling, and scripting
- Regression test planning, scheduling, and scripting in connection with loading of support packs

Business Transformation Consultant for the Finance and Budget Functional Teams, Commonwealth of Pennsylvania, Harrisburg, PA, 2001 – 2002

- Organizing and leading workshops for requirements gathering
- Introducing best practices for business process redesign
- Documenting the organizational impact of business process redesign
- Training team members in implementation methodology
- Defining user roles for training and security to support the redesigned business processes
- Reviewing and approving business process procedures and end user training materials
- Training the end user trainers and go-live field support team

Engagement Manager, Philips Semiconductor North America, Hopewell Junction, NY, 2000-2001

- Responsible for quality assurance in connection with implementation of SAP modules SD (sales and distribution), MM (materials management), PP (production planning), FI (financial) and CO (controlling) in release 4.6B utilizing the business process design, system configuration, and competency center resources of a German affiliated company as accelerators
- Assisted in managing the balancing and deployment of SAP competency across German and U.S. business units
- Launched system in July 2001, on schedule and within budget

- B.S., Business Administration, Millersville University of Pennsylvania.
- B.A., Arts & Sciences, Lehigh University, Bethlehem, PA.
- Member, Institute of Management Accountants. Certified as a Certified Management Accountant
- (CMA) by the Institute of Certified Management Accountants (ICMA); 1998 winner of the ICMA's Robert Beyer Silver Medal Award.







Mr. Benca has almost 30 years of state government experience, serving in many HR Executive roles. As a Project Executive, he has delivered successful business transformation for two large-scale efforts that involved radical business process improvements by introducing enabling technology.

Relevant Experience

Project Executive, State of Arizona, Phoenix, AZ, 2003

- Owned overall responsibility for agency readiness and project implementation for a \$35 million implementation of Lawson Software's HR Suite of applications
- Managed 30 IBM consultants and sub-contractors for a successful, on time, on budget go-live

Project Sponsor, State of Michigan, Department of Civil Service, 1997 – 2002

 Directed a large-scale Human Resource ERP project that successfully installed packaged software that enabled process improvements across human resources, benefits and payroll for over 65,000 employees in the Executive, Legislative and Judicial branches of government

Various Executive Positions, State of Michigan Department of Civil Service, 1992 – 2002

- Served as executive in charge of department of civil service office of technology services, training development and administration for classified employees
- Served as public information officer for department. Served as legislative liaison, testifying before legislative committees
- Served as Executive Secretary to the State's Ethics Board

Executive in Charge of the State's Employee Benefit System, State of Michigan, 1994 – 1996

- Provided direction, management oversight and operational control of employee benefits and 401K
 and 457 deferred compensation retirement plans in excess of \$1.8 billion
- Negotiated Plan benefits and costs, invested fixed-value assets and provided advice and counsel to the primary fiduciary on compliance and policy matters central to each Plan

Director of the Department of Civil Service Bureau of Labor Relations, State of Michigan, 1984 – 2001

- Provided regulatory oversight of the State's collective bargaining system
- provided
- Managed the organization that sets rates of compensation for the State's exempt employees and resolves interest disputes between labor unions and the State Employer.
- Directed a staff of labor relations professionals including mediators, analysts and staff attorneys



Special Legislative Investigator to the Speaker of the Michigan House of Representatives, State of Michigan, 1976 – 1980

- Staffed a special committee that investigated a fatal construction accident
- Researched applicable state safety laws, rules and regulations
- Interviewed witnesses, drafted legislation and wrote final report and findings

- Bachelor of Arts, Political Science Oakland University, Rochester, Michigan
- John F. Kennedy School of Government, Harvard University, 1986







Ms. Benton is a Systems Project Manager with 28 years solid career progression in Systems Development and Maintenance. She has an excellent reputation for quick problem resolution techniques as well as being known for strong technical and interpersonal management skills. Additionally she has strong customer relationship and communication skills.

Experience

Deputy Project Executive, Child Welfare Services Case Management System (CWS/CMS) for the State of California, 2004 – Present

- Responsible for all maintenance and operation activities and management of all releases
- Attended monthly Regional meetings with the counties
- Worked closely with customer executives to meet their needs
- Mentored several new managers

Business Area Manager, Child Welfare Services Case Management System (CWS/CMS) for the State of California, 2001 – 2004

- Led the project team to successfully meet all revenue, gross profit, cost take out and utilization goals for 2001, 2002, and 2003
- Led the team to a SEI Level 3 rating in an eight-month timeframe

Senior Project Manager, Child Welfare Services Case Management System (CWS/CMS) for the State of California, 2000-2001

- Responsible for Applications Development and Maintenance of the CWSCMS (Child Welfare Services Case Management System) for the State of California
- Managed Development Team of 43 who produced two enhancement releases a year in addition to Maintenance and Operations duties
- Worked closely with the customer to meet their needs at all times
- Played a major role in the contract receiving a Customer Satisfaction rating of 10.0 for the years of 2001, 2002 and 2004
- Responsible for selling additional work to individual counties and the preparation of Statements of Work (SOW), pricing cases, Quality Assurance reviews (QA) and Document Control Approvals (DCAs) for the additional work above the base contract with the State

Senior Project Manager, Nationwide Insurance (formally Colonial Insurance), 1996 – 2000

- Responsible for Applications Development and Maintenance of Legacy Systems for Colonial Insurance of Wisconsin.
- Managed all customers' rating and statutory tasks



- Handled the Project Management of simple to complex Projects using Microsoft Project and Project Management Methodologies
- Played a major role in the contract receiving a 9.9 Customer Satisfaction rating
- Worked on team to establish processes and procedures for Change Management, ADM Methodologies, Work Request Management, Hours reconciliation and Root Cause Analysis
- Worked closely with all team members to make sure the established processes and procedures were being used correctly
- Managed the Application Help Desk that supported the end-users.

Manager Systems Development, Colonial Insurance of California, 1993 - 1996

- As an employee of Colonial Insurance, organized and managed an Outsource Team to maintain all current legacy applications while company systems group developed a new Applications system
- Determined which functions would be outsourced, identified vendor candidates to provide service, prepared RFP, evaluated all responses, negotiated final agreement and price, determined number of consultants needed, interviewed and selected all consultants, and assigned all tasks and projects
- Managed up to 22 people at one time, consisting of Business Systems Analysts, Programmers, and Supervisors maintaining all current applications for a 3-year time period

- Bachelor of Science, Mathematics Education, Ohio State University
- IBM Executive Project Management Certification
- IBM Project Management Certification
- Project Management Professional (PMP) certified from the Project Management Institute (PMI)
- AIS, Associate in Delivering Insurance Services
- CPCU, Chartered Property and Casualty Underwriters Designation







Aaron Estis is a senior manager with BearingPoint's Public Services, State, Local, and Education practice. He is a certified Project Management Professional with 23 years of professional experience, including three years with the U.S. Office of Management and Budget and three years as a software developer. His areas of specialization include information technology project management, change management, business process re-engineering, and organizational analysis.

Experience

Senior Manager/Change Management Lead, Gwinnett County, GA SAP Implementation, 2004

- Led BearingPoint's change management and training team for the Gwinnett County, GA's implementation of SAP financials, customer relationship management, HR/payroll, business warehouse, and utilities
- Developed the change management plan
- Recruited and Managed the training and support resources
- Organized and led team meetings
- Developed a communication plan, a stakeholder analysis, a leadership action plan, and a risk analysis

Project Manager, State of Georgia, Review of Administrative and Financial Practices, 2000

- Led a team of 40 people and several subcontractors in a review of administrative and financial practices of Georgia State government. The review included a wide range of administrative functions including information technology, telecommunications, procurement, risk management, cash management, mail, printing.
- Developed and managed the project plan
- Identified, selected, and managed subcontractors in specialized areas
- Reported to a high-level steering committee
- Oversaw development of a 4 volume report on project findings and recommendations

Team Lead, Georgia, Department of Education, 2005

- Served as manager of the change management and training component for a statewide student information data warehouse.
- Developed training plan and strategy
- Oversaw the development of training materials
- Delivered training to trainers that were responsible for training the entire state

- Bachelor of Arts, Harvard University, Cambridge Massachusetts
- Master of Public Policy, University of California at Berkeley, Goldman School of Public Policy
- Project Management Professional (PMP) certified from the Project Management Institute (PMI)







Ms. Farwell is a Senior Manager in BearingPoint's Strategy, Process and Transformation Practice. She specializes in large-scale, complex transformations including mergers, corporate restructuring, strategy implementation and enterprise-wide technology implementations. Her experience includes extensive work with C-level executives and teams, leading program management offices/efforts for transformation initiatives, designing and executing enterprise wide change management programs, risk and issue identification and management for people - and organizational-transformations. She has over 20 years of experience helping organizations succeed with their complex change objectives.

Experience

Honeywell Aerospace Global Change & Learning Lead 2004 – 2005

- Led team of 18 consultants and 6 client change management resources to support global implementation of end-to-end SAP modules
- Developed Leadership and Communication programs to position ERP as a key lever in overall organizational transformation and strategy execution
- Delivered standardized global toolkit, training and knowledge transfer to ensure ongoing Honeywell change management program
- Accountable for delivering expected change management results and supporting program and business leadership to realize expected business results from overall program

Holcim (largest global manufacturer of concrete, cement and aggregate in the world) Program Management Lead, Strategy Execution and Organizational Design 2003-2004

- Led Program Management Office (PMO) for top initiative of new CEO, rolling out new corporate strategy and redesigning organization to support strategy execution
- Engaged business leaders in successive iterations of organizational restructuring, given them a voice and participation in the process
- Managed organizational communications surrounding restructuring
- Developed scorecard to identify and prioritize organizational and people related risks

Commonwealth of Virginia Transformation Lead, VITA stand-up 2003

 Worked with Commonwealth IT Leadership to develop key messages, transformation Journey Map, and Vital Few Initiatives



- Facilitated PMO meetings during countdown to VITA's 'birthday', including interdependency working sessions and change management workshops
- Applied Merger Integration principles to VITA's insourcing/shared IT service stand-up

Trinity Industries (largest manufacturer of inland barges and capital transportation equipment)

Change Management & Transformation Lead, Finance Outsourcing and ERP

- Developed integrated change management and transformation plan for outsourced and retained organizations
- Prepared end-users for enterprise-wide ERP implementation and ongoing training initiatives
- Assisted outsourced and retained organizations in defining roles, job descriptions, performance metrics and redesign of organizational entities post go-live

Education, Certifications & Awards

B.A. University of Minnesota

M.B.A. Carson School of Management, University of Minnesota







Mr. Mauck has over 14 years experience in managing, designing, developing, testing and supporting large-scale ERP systems. He functions in a lead role as both Project Manager as well as a Technical Project lead in IBM's Lawson Consulting Practice. He is knowledgeable in the methodology of successful implementation and support of software packages. Currently, Mr. Mauck is the project manager for a very large Lawson Human Resources, Payroll and Benefits implementation at the BB&T Corp. This project incorporated not only install and integration of the most current release of Lawson software, but incorporated the software into a complex technological environment.

Experience

Project Manager, State Government, Phoenix, AZ, May 2003 – July 2004

 Managed Lawson implementation inclusive of web-based HR, Payroll, and Benefits for 120 State agencies and over 50,000 employees

Project Manager, Atlanta, GA Public Schools, April 2001 – April 2003

- Managed Lawson implementation inclusive of web-based HR, Payroll, Financial and Procurement for 97 schools and 5 district offices for processing of over 8,500 employees
- E-Procurement, Employee and Manager Self-Service and ProcessFlow were a part of initial rollout

Technical Project Manager, State Government, Lansing, Michigan, November 1999 – March 2001

- Planned single-Phase Lawson implementation of 31 government agencies across all three branches. Employee and Manager Self-Service was part of initial rollout. Advance Self Service and Workflow planned for follow on phase.
- Developed advanced End-User Training using Web-based training tools, extensive Change Management team to prepare all agencies for Lawson Rollout
- Guided the client's team and managing the development team, facilitating meetings for setup parameters and custom requirements, development of Project Plan and detailed system test plan

Education, Certifications & Awards

B.S. Management Information Systems University of Alabama, Tuscaloosa, AL







Gerald Palombi is a senior manager in BearingPoint's Public Service - State and Local Government System Integration practice. He has more than 17 years of experience designing, developing, implementing and integrating information systems for a variety of state, local, and federal government clients. He specializes in system development and integration of financial, public safety, transportation and data warehouse related applications. He has managed the development and implementation of multitiered e-business applications using web technologies, relational databases, and off-the-shelf tools and software applications. He has developed applications for platforms including legacy mainframes, midrange UNIX systems, and PC-based solutions. Mr. Palombi is a member of the BearingPoint's national Data Warehouse practice, as well as a practitioner of BearingPoint's Business Process Re-engineering Methodology.

Relevant Experience

Project Manager, District of Columbia Superior Court, Washington, DC, September 2002 – August 2005

- Managed all aspects of the District of Columbia Superior Court's Integrated Justice Information System (IJIS) implementation, including subcontractor management, resource utilization and planning and financial management
- Guided design, development and implementation of CourtView® software application as the foundation of IJIS, a commercial-off-the-shelf (COTS) court case management system
- Ensured incorporation of all aspects of case processing including, but not limited to, such processes as Case Management, Financial Accounting, Case Initiation, Scheduling, Management Reporting, Docketing, Imaging and Electronic Filing
- Led the effort to successfully achieve a Capabilities Maturity Model (SW-CMM) Level 3 certification rating

Project Manager, Virginia Department of Transportation, Richmond, VA, November 1998 – August 2002

- Managed systems integration component of a comprehensive condition assessment survey of VDOT's entire transportation infrastructure that is being used to support an Integrated Maintenance Management Program (IMMP) that was developed by VDOT to provide maintenance professionals at all levels in the agency with accurate and comprehensive information on infrastructure maintenance needs
- Worked with a team to develop and field-test a national prototype Inventory and Condition Assessment System (ICAS) that employed state-of-the-art data collection and analysis techniques



Project Manager, City and County of San Francisco, San Francisco, CA, December 1999 – May 2002

- Managed the implementation of an Executive Information System (Performance Executive) that
 extracts and integrates data from the City's financial, purchasing, and budgeting systems for the City
 and County of San Francisco
- Responsible for customization, installation, training, and city-wide rollout of Performance Executive
 which encompasses technologies such as data warehousing, data marts, and on-line analytical
 processing (OLAP)

Project Manager, State of Georgia Department of Revenue, Atlanta, GA, September 1996 – March 1997

- Led information systems team for a "Blueprint for Modernization" study for a state's Department of Revenue
- Identified findings and developed recommendations relating to the Department's information systems, including an applications portfolio assessment, review and QA of ongoing system development projects, information systems modernization recommendations, and IT strategic planning

Education, Certifications & Awards

B.S., Computer Science, James Madison University, Harrisonburg, VA







Mr. Ponnwitz is Associate Partner for IBM Supply Chain & Operations Solutions consulting practice. His focus is working with clients to enhance their Enterprises Asset Management systems and processes through the use of IBM's Total Lifecycle Asset Management philosophy. Mr. Ponnwitz works with clients throughout all phases of the asset lifecycle from early planning, to acquisition, operations, maintenance and ending with asset disposal. In this role Mr. Ponnwitz has gained extensive experience managing and developing large client proposals, establishing contractual relationships between IBM, clients and subcontractors.

Over the last several years Mr. Ponnwitz has assisted clients using technology in new and innovative ways in order to solve their unique business and political problems. He has performed opportunity identification and business generation, solution design, solution development, contract negotiations, hardware software acquisitions, project management and system deployments. Mr. Ponnwitz has over twenty-five years of experience in business consulting, managing personnel, working with clients, and managing technology.

Experience

Business Development Leader evolving to Project Executive, City of San Diego, Metropolitan Wastewater Department, 1998 – 2002

- Led the team for this multi-year, multi-organization system implementation
- Assisted client with the consolidation of three MMS systems into one upgraded server complex, along with a complete overhaul of the existing maintenance processes and procedures
- Responsible for contract negotiations, staffing, acquisition of subcontractors, project financial accountability, quality assurance, and overall client satisfaction

Lead Consultant, San Diego Data Processing Corporation, 1996 – 1997

- Managed a team that performed an extensive ten month review and redesign of a \$20M regional records management and investigative system for a consortium of government agencies
- Identified in-depth technological alternatives, as well as managerial and process improvements.
- Acted as key negotiator in establishing a new project framework with the client, subcontractors and vendors

Certifications & Awards

- IBM Certified Project Manager, 1993
- IBM Trading Area Systems Engineer of the Year 1990
- IBM Technical Excellence Award 1996
- IBM Project Management Certification Board (1997-2000)
- IBM Long Term Contribution Award 2002







Ms. Stambler's experience combines broad Human Resources generalist knowledge with deep experience in project management and development and implementation of human resource ERP modules, data warehouses and HR metrics and analytics. She is an experienced program manager with skills in progress tracking and reporting, coordination of team efforts and scheduling, development of integrated project plans and charters for large multi-discipline HR Transformation projects.

Experience

Project Manager, International Business Machines Corporation, Raleigh, NC, December 2004 - May 2005

- Led a 75+ person team in the multi-year global implementation of PeopleSoft's eDevelopment and eRecruit modules
- Delivered a solution comprised of tools, processes, and applications that enable the business to
 effectively leverage the talent supply chain, ensuring the right skills are allocated to the right place at
 the right time, at the lowest cost (talent on-demand)
- Developed innovative solution incorporating:
 - Worldwide job posting and candidate assessment tool/process with integrated portlets for end users
 - Global policy and guideline standardization where feasible
 - Integration of external applicants into enterprise skills data repository with notification of new opportunities
 - Assists the business in applying best practices to perform resource management across enterprise

Project Manager, Kroger, Cincinatti, OH, September 2004 - December 2004

- Led a project to develop a highly detailed business case for HR transformation.
- Devised a unique approach to the development and capture of HR information that eliminated the need for a very expensive ERP system while simultaneously automating 8 HR processes which were handled on Excel spreadsheets
- Worked with client to develop a non-headcount reduction approach to hard savings for the business
 case which generated a substantially higher ROI than would have been possible with headcount
 reductions

Certifications & Awards

Project Management Professional (PMP) certified from the Project Management Institute (PMI)







Ms. Thanjan has over 13 years of consulting experience and more than 21 years of industry experience in the following industries: State and Local Government, Federal Government, Higher Education and Private Sector. She has experience as a project manager on multiple large enterprise resource planning (ERP) and Human Resources (HR) implementations. In addition to project management she also has experience in business process reengineering, data modeling, financial modeling, cost analysis, budgeting and diagnostic reviews of indirect cost rate proposals. Her experience with BearingPoint includes a variety of engagements directed toward providing project management, financial and process management, and system implementation services to a variety of clients.

Experience

Engagement Manager, New York City Housing Authority, New York NY, Jan 2002 Aug 2003

- Managed a project team of over 50 consulting team members for a large State and Local government sector Oracle Financials implementation. Modules implemented include: GL, Grants, FA, PO, iProcurement, Inventory, Order Management, AR, AP, Cash Management, Public Sector Budgeting, HR – for position budgeting functionality.
- Responsible for overall project management of all teams including functional, technical, development, training, and change management.
- Managed the project management office (PMO) and prepared and presented materials to the Executive Committee.
- Project achieved Software Engineering Institute (SEI) CMM Level 3.

Global Project Manager, GE Capital – Stamford CT and Multiple International Locations, April 2000 – August 2001

- Oversaw the implementation of Oracle HR in more than 35 countries for approximately 90,000 employees. This implementation also included a global data warehouse, custom reports, ADP Connection implementation, and custom extensions.
- Developed project plan based on implementing the core system first in pilot locations, followed by rollouts in waves to subsequent groups of countries.
- Led an automated conversion from a PeopleSoft HR system into an Oracle HR system for approximately 35,000 employees at one time. Responsibilities included creation of a conversion plan for data extraction from the legacy system, creation of the process for error identification, and correction of the extract programs.
- Implementation conducted while following the Six Sigma methodology. The client project team included a fulltime quality Black Belt. Implemented global Center of Excellence (COE).



Finance Lead and HR/Payroll Policy & Procedures Lead, Yale University – New Haven CT, April 1996 – September 1999

- Lead the business process redesign and system implementation of a suite of Oracle Government Application products. Modules included GL, Grants, Projects, AR, Labor Distribution, AP
- Identified business processes improvements, associated attributes, identification of gaps (between requirements and application architecture), resolution of gaps, and identification of reporting requirements.
- Lead the HR/Payroll team to identify changes to Policy and Procedures. Also served as a payroll post production analyst for the help desk which supported approximately 16,000 employees.

Education, Certifications & Awards

B.S., Managerial Economics, Carnegie Mellon University, Pittsburgh, PA

Project Management Professional (PMP) certified from the Project Management Institute (PMI)